

Message Text

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EB:TOENDERS

S/S -JPMOFFAT

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FM SECSTATE WASHDC

TO ALL DIPLOMATIC AND CONSULAR POSTS

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INFORM CONSULS

E.O. 11652: N/A

TAGS: EGEN

SUBJECT: ASSISTANCE TO U.S. BUSINESSMEN

FOR THE PRINCIPAL OFFICER FROM THE DEPUTY SECRETARY

1. DURING THE PAST SEVERAL MONTHS I HAVE HAD THE OPPORTUNITY TO SPEAK TO A LARGE NUMBER OF BUSINESSMEN REPRESENTING FIRMS WITH OPERATIONS OVERSEAS. MUCH OF THIS CONTACT HAS RESULTED FROM OUR NEW INITIATIVE TO IMPROVE THE DEPARTMENT'S RELATIONS WITH THE U.S. BUSINESS COMMUNITY. WE ARE TRYING TO EDUCATE U.S. BUSINESSMEN ABOUT THE ROLE THAT THE DEPARTMENT PLAYS IN MATTERS OF INTEREST TO THEM AND, AT THE SAME TIME, BUILD FOR THE DEPARTMENT A STRONG CONSTITUENCY WITHIN THE BUSINESS COMMUNITY.

2. I HAVE BEEN PLEASED IN THESE CONVERSATIONS TO FIND THAT MOST BUSINESSMEN WHO HAVE HAD CONTACT WITH OUR EMBASSIES AND CONSULATES HAVE COME AWAY GREATLY IMPRESSED WITH THE ASSISTANCE THAT THEY HAVE RECEIVED. THEY HAVE COMMENTED

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FAVORABLY ON THE COMPETENCE OF EMBASSY OFFICERS AND THE

CONSTRUCTIVE RESPONSE TO THEIR REQUESTS FOR INFORMATION AND ASSISTANCE. THIS KIND OF REACTION BY U.S. BUSINESSMEN IS IMPORTANT. IT INDICATES THAT THE FOREIGN SERVICE IS MAKING A REAL CONTRIBUTION TO U.S. FOREIGN ECONOMIC ACTIVITIES DURING A PERIOD WHEN THE SUCCESS OF THESE ACTIVITIES IS OF CRITICAL IMPORTANCE TO U.S. NATIONAL INTERESTS. IT DEMONSTRATES THAT THE STATEMENTS WHICH WE IN WASHINGTON ARE MAKING TO BUSINESSMEN ABOUT THE DEPART-

MENT'S INTEREST IN COMMERCIAL ACTIVITIES IS BACKED BY SOLID PERFORMANCE IN THE FIELD.

3. I HOPE THAT YOU WILL PASS ON TO YOUR STAFF MY APPRECIATION FOR THEIR GOOD WORK AND, MORE IMPORTANT, THAT YOU WILL EMPHASIZE TO THEM THE IMPORTANCE OF CONTINUING IT. HOWEVER GRATIFYING THE RECENT IMPROVEMENT IN OUR SERVICES TO U.S. BUSINESS MAY BE, I AM SURE THAT WE CAN IMPROVE EVEN FURTHER. I KNOW THAT I CAN COUNT ON YOU AND YOUR STAFF. KISSINGER

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